



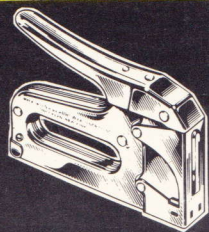
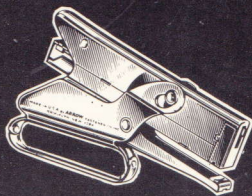
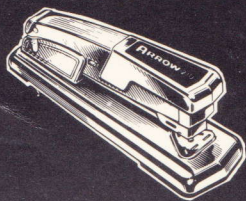
SALES MANUAL



Selling

STAPLING MACHINES
and STAPLES

THRU KNOWLEDGE



"A WELL INFORMED SALESMAN IS A BETTER SALESMAN!"

PREFACE

The primary purpose of this sales manual is to bring about **MORE EFFECTIVE SELLING** of stapling machines and staples through **GREATER KNOWLEDGE** . . . and to familiarize you with the tremendous profit-potential in **Arrow Stapling Machines and Staples**.

There is an Arrow Stapling Machine for every purpose . . . and each is a specialty model designed for a specific trade or market. With this **manual**, you will be able to tell, at a glance, **which** Arrow Stapling machine is best suited for a particular job — and how to **demonstrate** and **sell** it. Greater knowledge results in greater sales.

HERE'S WHY YOU WILL PROFIT WITH ARROW STAPLING MACHINES and STAPLES:

Staplers use staples — like razors use blades! Your customer **must** come back for staple refills time and again . . . and that **NOT ONLY MEANS ADDITIONAL REVENUE FOR YOU** year after year — but exposes him to hundreds of other items you carry!

Always keep "SELLING THRU KNOWLEDGE" handy for quick, easy reference. It is the key that can unlock a new world of profit opportunities for you from the sale of Arrow Stapling Machines and Staples, year in . . . year out!

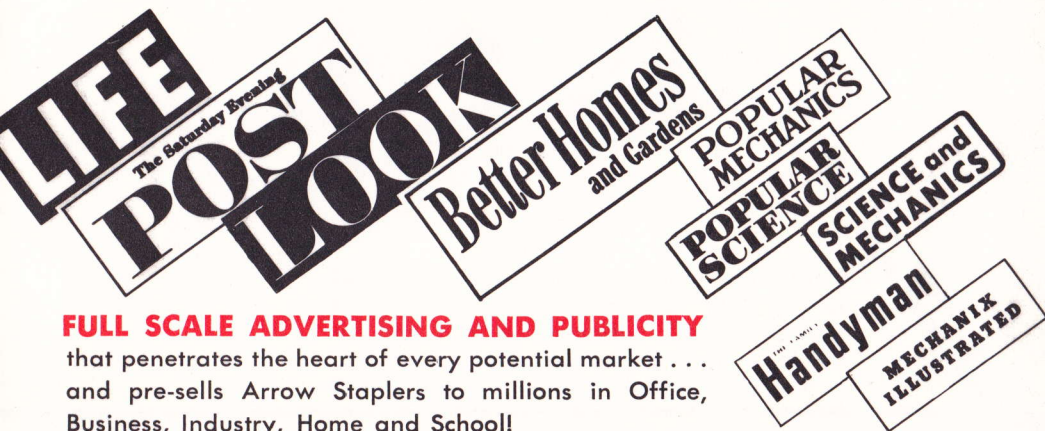
Cordially,

M. Abrams

M. Abrams, President
Arrow Fastener Company, Inc.

HERE'S WHY YOU CAN SELL **ARROW** WITH CONFIDENCE:

FOR OVER 35 YEARS, Arrow design, engineering and craftsmanship has resulted in superior Staplers and Staples for business, industry, school and home. Arrow has a reputation for dependability, performance and pacesetting. A reputation to which Arrow has dedicated its future.



FULL SCALE ADVERTISING AND PUBLICITY

that penetrates the heart of every potential market . . . and pre-sells Arrow Staplers to millions in Office, Business, Industry, Home and School!

A COOPERATIVE ADVERTISING PLAN that helps dealers capitalize on Arrow's National Advertising at the local level!

A DEALER REGISTRATION PLAN that designates you as the recipient of consumer inquiries from National Advertising — which pour in from your community!

ARROW NEVER SELLS DIRECT TO THE USER — Only through the trade!

OVER 40 QUALIFIED ARROW SALESMEN IN THE FIELD. HIGHLY TRAINED AND ALWAYS AT-YOUR-BECK-AND-CALL!



**PIONEERS and PACESETTERS
FOR ALMOST HALF A CENTURY!**

**ON THE FOLLOWING PAGES, ARROW SHOWS HOW YOU CAN REALIZE
THE SALES POTENTIAL OF STAPLING MACHINES AND STAPLES . . .**

ARROW's T-50 All-Purpose STAPLE GUN

**AMERICA'S
FAVORITE
AUTOMATIC
FASTENER!**

Loads one full strip, (85)
#T-50 staples of .050
wire in 6 sizes: 1/4",
5/16", 3/8", 1/2",
9/16" and CEILTILE —
especially designed for
ceiling tile.



Here's the best staple gun for all-around heavy duty use on the market today! It shoots a staple wherever a nail can be driven — into the hardest wood, plywood, composition board, plastic . . . soft metal!

SELL ARROW CEILTILE® STAPLES — Specially Designed For Installing Ceiling Tile!

Specially designed divergent legs always drive flush and penetrate cleanly — never fracture tile flange and cause sagging or wavy ceilings as ordinary staples often do. Special cement coating provides extra holding power, too. You can recommend and sell CEILTILE® with confidence.

**TESTED AND APPROVED
BY MAJOR
CEILING TILE
MANUFACTURERS**



Here's the big difference you usually can't see:



Ordinary staple
• Fractures flange
• Wavy ceilings

Arrow's CEILTILE Staple
• Never fractures flange
• Drives flush, holds tight

THE FASTEST EASIEST AND BEST WAY TO INSTALL CEILING TILE . . . INSULATION . . . SCREENING . . . WEATHER STRIPPING . . . AND OTHER BUILDING AND RE-MODELING MATERIALS IS WITH AN ARROW T-50 STAPLE GUN! A QUICK DEMONSTRATION PROVES THE POINT! DISPLAY THEM TOGETHER FOR EXTRA-PROFIT TIE-IN SALES!

HOW TO GET ADDED SALES FROM T-50 RENTALS!

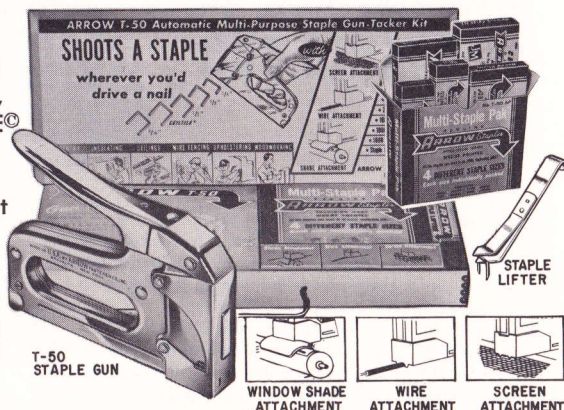
T-50 Staple Guns are rented all over the country for an average of 50c a day — and usually kept for a week. Encourage the customer to buy it for the difference when he returns it — or, the machine can be rented out again and again. Either way the dealer profits — from both the stapling machine and staple sales!

Because of the versatility of ARROW'S T-50 Staple Gun . . . it's easy to SELL UP to the handy T-50MP "DO-IT-YOURSELF" Kit for the home handyman!

Contains T-50 Staple Gun

- Multi-Staple Pak with 2000 1/4" staples, 1000 3/8" staples, 1000 1/2" staples, 1000 CEILTILE® staples
- Staple Lifter
- Low Voltage Wire Attachment
- Screen Attachment
- Window Shade Attachment

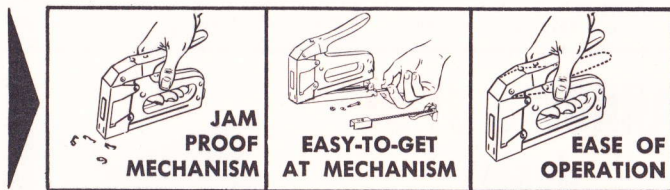
FOR BIGGER SALES, DISPLAY PROMINENTLY — BOTH OPEN AND CLOSED — ON COUNTERS AND IN WINDOWS



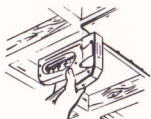
T-50K KIT ALSO AVAILABLE — Same as T-50MP except without attachments
Attachments can be bought separately.

These Tacker Kits are the perfect Gifts for Xmas, Birthdays, etc.

**IMPORTANT
FEATURES
TO
DEMONSTRATE:**



HERE ARE A FEW OF THE T-50's MANY MARKETS AND USES:



BUILDING CONTRACTORS — Applying ceiling tile, insulation, cornerite, metal lathe, screening; building papers, polyethylene vapor barriers, wire mesh, weather stripping, felts, underdeckings, etc.

FURNITURE MANUFACTURERS — Upholstery work like tacking fabrics to wood frames, chair seats and backs; webbing to chair bottoms; leatherette to bar stools and dinette booth seats, etc.

BEDDING PLANTS — Tacking ticking to box spring frames; fabrics to headboards; fibre board backs and bottoms to sofa beds; stapling sisal pads to spring units, etc.

DISPLAY STUDIOS — Assembling floats and exhibits; mounting crepe paper and corrugated board; installing backdrops; hanging posters and streamers, etc.

SHIPPING & TRANSPORTATION — Attaching waterproof liners and protective paddings to interiors of wooden boxes, cases and crates; securing bags of small parts to containers; attaching labels, shipping tags and packing lists; covering tops of barrels in long distance moving, etc.

DO-IT-YOURSELFERS — Applying ceiling tile, insulation, wire fencing, weather stripping, upholstering, paneling and many other uses in the home or workshop.

ALSO USED BY — boat makers, railroads, warehouses, auto trim shops, venetian blind and window shade manufacturers, woodworking shops, toy manufacturers, carpet workshops, rug cleaning plants, garment industry, silk screen plants, and many, many others.

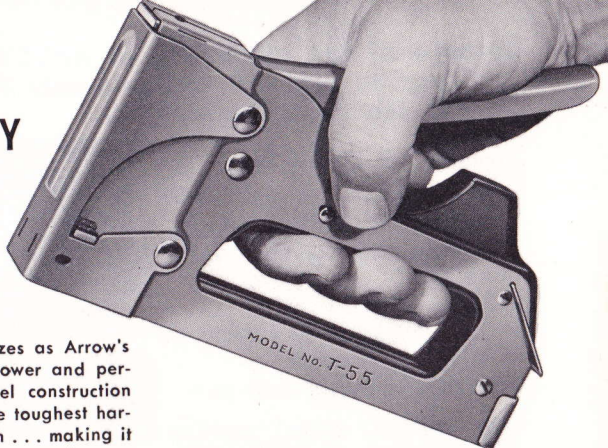
ARROW's T-55 INTERMEDIATE DUTY STAPLE GUN

NEW MODERN DESIGN!

**Moderately Priced
for the MASS**

"Do-It-Yourself" MARKET!

Although it uses the same 6 staple sizes as Arrow's Model T-50, there is a difference in power and performance: The T-50 is of heavier steel construction with a more powerful mechanism of the toughest hardened tempered steel plus chrome finish . . . making it more suitable for heavy duty work. However, the new Model T-55 is an excellent intermediate duty tacking tool for the price-conscious do-it-yourselfer, incorporating the very latest Arrow design improvements.



**LOADS ONE FULL STRIP
(85) STAPLES IN SAME 6
SIZES AS MODEL T-50.**

OUTSTANDING SELLING FEATURES TO DEMONSTRATE!

- Non-Pinch, Easy-Grip Handle
- Moulded Plastic Hand Grip
- Patented Jam-Proof Mechanism
- High Carbon Steel Working Parts
- Special Shock-Absorbing Bumper
- Visual Refill Window
- Durable Baked Enamel Finish

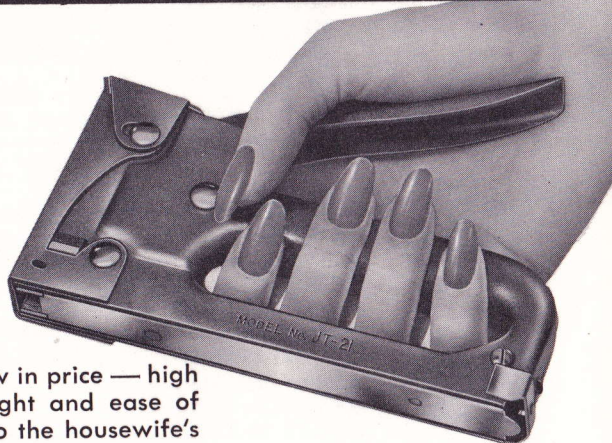


ARROW's JT-21 Junior STAPLE GUN

**LIGHT DUTY
TACKER FOR
HOUSEHOLD USE**

This sturdy little tacker is low in price — high in versatility. It's light weight and ease of squeezing suit it perfectly to the housewife's needs — even a child can operate it. Comes in beautiful baked enamel finish.

Loads one full strip, (100) #JT-21 staples of .030 wire in 2 sizes: 1/4" and 5/16".



Combination Attachment for Wiring and Screening available for JT-21 Staple Gun.

SELLING FEATURES TO DEMONSTRATE!

- Safety compression handle
- Safety handle lock
- Non-Jamming
- Built-in staple lifter
- Visible Staple Window



TYPICAL JT-21 USES IN MASS HOUSEHOLD MARKET:

Lining closets and shelves, tacking curtain tie-backs, covering valances, mending upholstery, repairing screens and recovering window shades, mending toys, etc.

ARROW's **HT-50M** Heavy Duty HAMMER TACKER



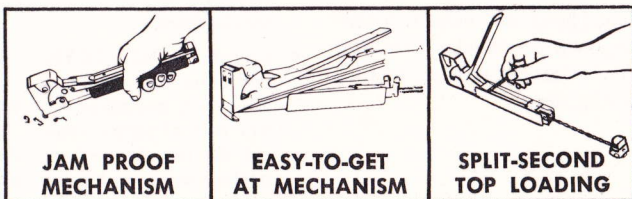
**AUTOMATICALLY DRIVES
STAPLE HOME WITH
EACH BLOW!**

A hefty, heavy duty stapling hammer designed to wallop home heavy T-50 Arrow Staples — reaches hard-to-get-at places. Perfect balance and sure-grip shatter-proof handle permit hours of stapling without strain. All-steel construction. Chrome finish.

DRIVE HOME THESE FEATURES WITH DEMONSTRATION:

Loads two full strips, (170)
#T-50 staples in 4 sizes:
1/4", 3/8", 5/16" and
1/2".

(Same staples as used
in No. T-50 Staple Gun.)



SOME OF THE MANY MARKETS AND USES OF THE HT-50M:



BUILDING CONTRACTORS — For applying insulation, building papers, roofing felt, undercoursing.

SHIPPERS — For attaching protective linings to cases, crates; tagging and labeling.

DISPLAYMEN — For building exhibits; attaching fabrics, decorations to wood backgrounds.

FURNITURE FACTORIES — For upholstering and fabrication; box spring mattresses.

RAILROADS — For lining box cars with moisture-proof linings — plus hundreds of other applications in industry.

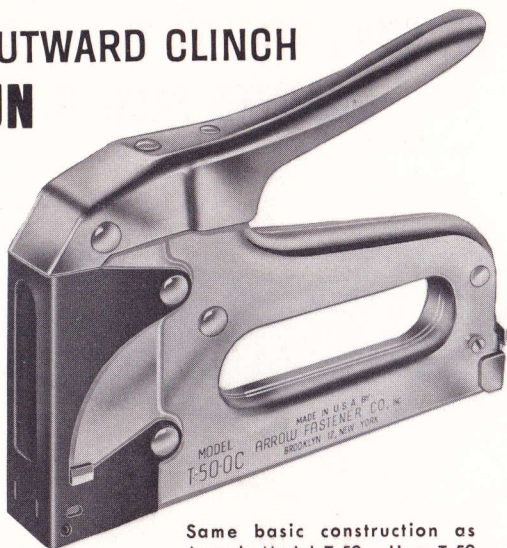
ARROW's T-50oc OUTWARD CLINCH STAPLE GUN

SHOOTS

A FLARED  STAPLE



**STAPLE ENTERS SOFT MATERIALS
AND LOCKS INSIDE
WITHOUT PENETRATING THROUGH!**

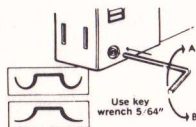


Same basic construction as Arrow's Model T-50 — Uses T-50 staples in 3/8", 1/2" and 9/16" leg lengths, wedge-pointed only.

Here is a special purpose Tacker designed to anchor staples inside soft materials. Ideal for jobs where external "anvil-in-base" staplers cannot be used, such as —tagging and ticketing corrugated containers, stapling insulation around pipes and ducts, etc.

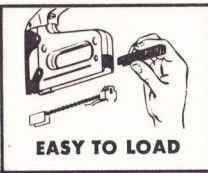
THESE REVOLUTIONARY, NEW ENGINEERING FEATURES MAKE IT THE MOST DEPENDABLE OUTWARD CLINCH TACKER ON THE MARKET!

- Special, Patented INTERNAL SLIDING ANVIL made of the toughest hardened alloy steel for long life capacity and continuous, trouble-free outward clinch staple forming.
- Adjustable SET SCREWS located on both sides of front of tacker, enable user to control curl of staple legs to exact degree desired, for best performance on his own particular type of work.



A—To INCREASE leg curl, TIGHTEN
B—To DECREASE leg curl, LOOSEN

**DEMONSTRATE
THESE
SELLING
FEATURES:**



A FEW OF THE MANY SPECIAL USES FOR THE ARROW T-50-OC:



- Stapling fiberglass insulation around air conditioning ductwork.
- Stapling butt and overlapping insulation around steam pipes, boilers, etc.
- Stapling fabrics to corrugated or cardboard backdrops in display work.
- Stapling shipping tags, inventory control tags and receiving papers on corrugated containers.

SPECIALTY STAPLE GUNS FOR THE ELECTRONICS & ELECTRICAL FIELDS

ARROW'S T-18 & T-25 STAPLE GUNS

ARROW T-18 & T-25 STAPLE GUNS FOR FASTENING LOW VOLTAGE WIRE

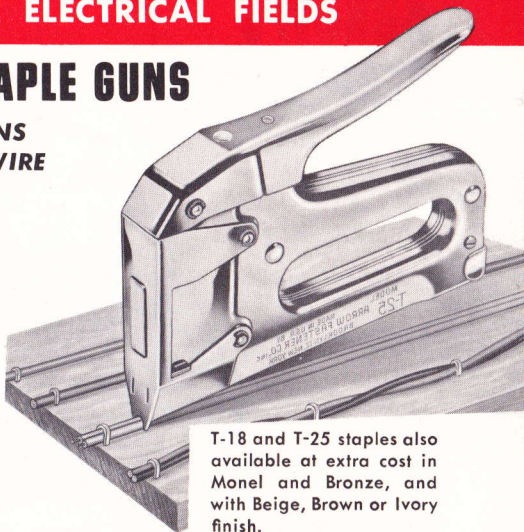
Specially designed for safe, secure and neat fastening of any inside or outside LOW VOLTAGE WIRE up to 1/4" in diameter. Tapered striking edge gets into close corners. Grooved Guide positions wire for proper staple envelopment. Round crown staples snug-fit wire, prevent sagging. Automatic Safety Stop halts staple at proper height to prevent damage to wire.

Model T-18 — FOR WIRES UP TO 3/16" IN DIAMETER
Loads (85) T-18 staples with 3/16" crown, divergent pointed, of .050 wire in 3/8" and 7/16" leg lengths.

Model T-25 — FOR WIRES UP TO 1/4" IN DIAMETER
Loads (85) T-25 staples with 1/4" crown, wedge or divergent pointed, of .050 wire in 9/32", 3/8", 7/16" and 9/16" leg lengths.

T-18 & T-25 USERS: Telephone companies; radio, TV and Hi-Fi servicemen; installers of intercom and burglar alarm systems; slot machine, juke box, toy and appliance wirers; heating unit installers and many other electrical wiring jobs.

USES: Fastening any low voltage wire such as, Bell, thermostat, telephone, intercom, etc.

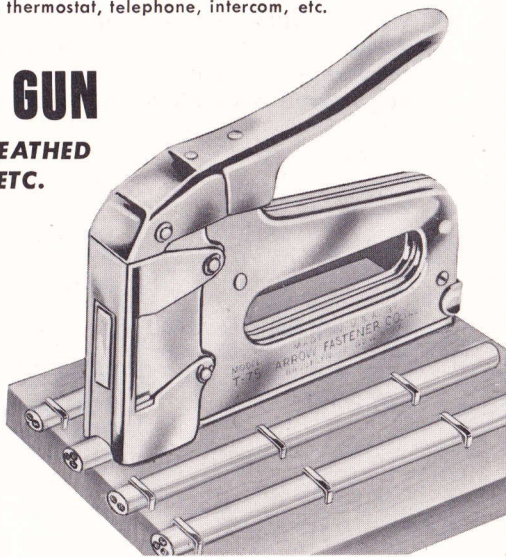


T-18 and T-25 staples also available at extra cost in Monel and Bronze, and with Beige, Brown or Ivory finish.

ARROW'S T-75 STAPLE GUN

FOR FASTENING NON-METALLIC SHEATHED CABLE, COPPER TUBING, WIRING, ETC.

Safe, efficient and economical stapling tool for fastening Non-Metallic Sheathed Cable, Copper Tubing, Wire or any round object up to 1/2" in diameter. Special new chemically coated Arrow "Grip-Tite" Staple forms snugly and neatly around wire or cable and provides tremendous holding power! Loads T-75 divergent pointed staples of .075 wire in 3 sizes — 9/16", 5/8" and 7/8" — for fastening inside wiring cable up to 26 pair and Romex cable up to 12-3. Also can be used as a faster, less expensive "drive-ring" in residential wiring. Strong Staple gives substantial safety margin in holding cable. Automatic Safety Stop halts staple at right height; no misses — no shorts.



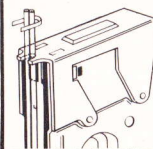
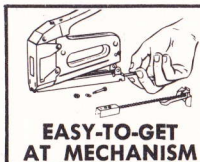
SOME USES FOR THE T-75:

Electrical contractors, mass housing building contractors who employ their own electricians, intercommunication companies, railroad communication departments, pipe line communication departments of large oil companies — for fastening plastic cable, U.F. Cable, wire conduit, water tubing, radiant tubing cable, etc.

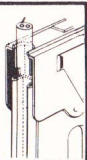
T-18, T-25 & T-75 FEATURES TO DEMONSTRATE:

ADVANTAGES OF ARROW STAPLE GUNS OVER OTHER FASTENING METHODS

- No banded fingers
- No damage to wire
- One hand operation
- No screws, nails, or bands needed



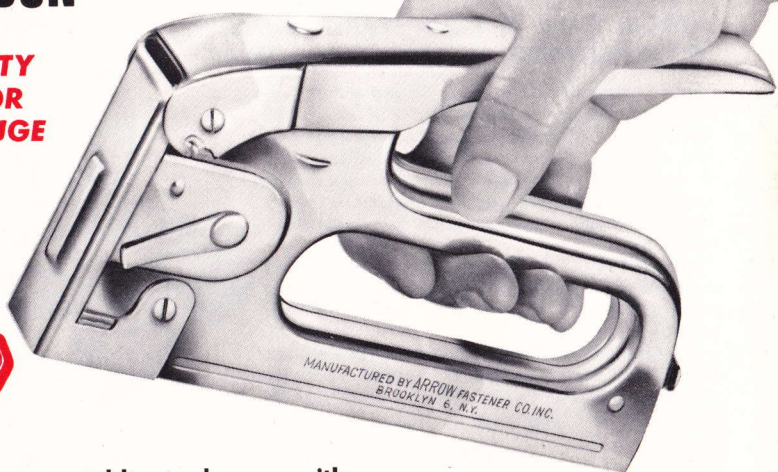
BUILT-IN GROOVE
GUIDES ENVELOP
WIRES AND CABLES
— ELIMINATES
DANGER OF
SHORT CIRCUITS



The National Electrical Code and the Underwriters' Laboratories (UL) neither approve nor disapprove fastening devices of this nature.

ARROW's T-32 STAPLE GUN

**HEAVY DUTY
TACKER FOR
LIGHT GAUGE
STAPLE**

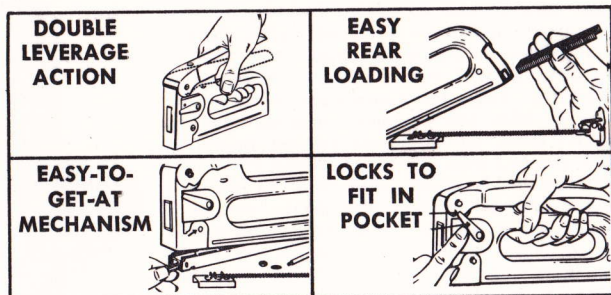


A fast, compact, portable staple gun with wide appeal in business and industry where a lighter gauge staple is required — All-steel construction . . . hardened steel mechanism . . . chrome finish . . . precision-engineered working parts. Jam-proof.

Screen and window shade "slip-on" attachments available for No. T-32 Staple Gun.

DEMONSTRATE THESE T-32 SELLING POINTS!

Loads one full strip, (150)
#T-32 staples of .032 wire
in 3 sizes: 3/16", 1/4"
and 5/16".



A FEW OF THE T-32's MANY MARKETS AND USES:



USED IN DISPLAY WORK for posters, point of sale cards, back-grounds, cutouts, indoor and outdoor signs, braids and borders on window trims, etc.



USED IN UPHOLSTERING for attaching leatherette to bar stools, seat covers, hassocks, chrome dinette chairs, wall benches, booths, shoe fitting stools, chrome settees, chrome restroom couches — and burlap to sofas.

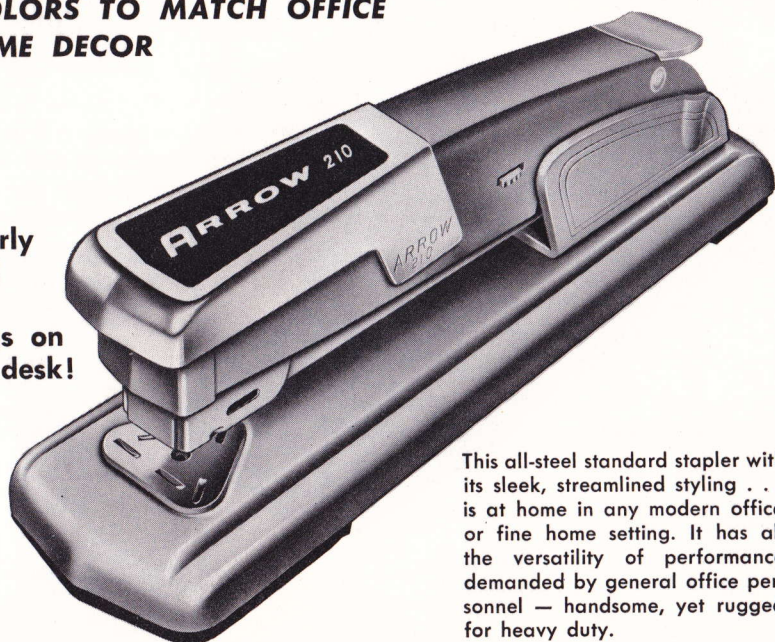
ALSO USED BY Auto Trimmers, Venetian Blind Manufacturers, Silk Screeners, Florists, Nurseries and Home Gardeners.

ARROW's 210* Deluxe STANDARD STAPLER

**IN COLORS TO MATCH OFFICE
& HOME DECOR**

**Popularly
Priced!**

**Belongs on
every desk!**



This all-steel standard stapler with its sleek, streamlined styling . . . is at home in any modern office or fine home setting. It has all the versatility of performance demanded by general office personnel — handsome, yet rugged for heavy duty.

EXTRA-LARGE LOADING CAPACITY — holds 230 staples. **STAPLES UP TO 40 sheets of paper easily.** **BROAD BASE** for stability and balance. **ACOUSTICAL RUBBER PADS** on base for noiseless, non-skid stapling. **DEEP 4 1/4" THROAT** for stapling in hard-to-reach places. **VISIBLE REFILL INDICATOR** shows at a glance when staples are running low. **Jam-proof.**

DEMONSTRATE THESE EXCLUSIVE FEATURES!

<p>EASY-TO-GET-AT MECHANISM</p> <p>To Open Pull back latch and release</p>	<p>FOR USE AS A TACKER</p>	<p>EASY REAR LOADING</p>
<p>MULTIPLE STITCH</p> <p>Permanent Stitch Temporary Stitch Pin Stitch </p> <p>Push button underneath to adjust anvil to desired stitch: PERMANENT — for regular stapling jobs. TEMPORARY — when staple will be removed shortly. PIN — Permits removal of single sheets without tearing paper . . . leaving staple intact. Excellent for fastening checks, documents, etc., in BANKS, RAILROADS, AIRLINES.</p>		

"FULL TIME STAPLE CONTROL"

Specially constructed channel design locks staples in place from top as well as both sides. Prevents staples from bunching up and leap-frogging — assures smooth, uninterrupted stapling performance.

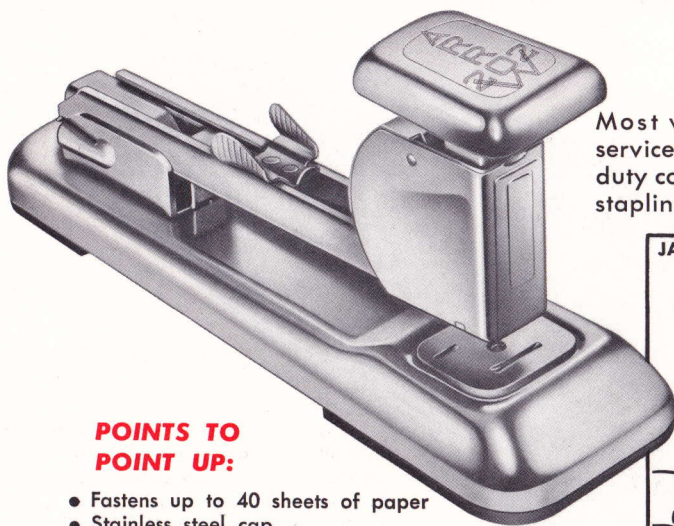
"PERSONALIZED" IMPRINTING FOR QUANTITY USERS



Removable plastic name plate on the Arrow 210 can be imprinted and inserted with customers firm name. Do your own imprinting — or Arrow will do it for you. Quantity prices upon request. No charge for stock imprints such as **PROPERTY OF THE COUNTY, PROPERTY BOARD OF EDUCATION, CITY PROPERTY** and **STATE PROPERTY.**

*USES ARROW #202-10, #202, #200-3 and other standard staples.

ARROW's 202^{*} Heavy Duty STANDARD STAPLER



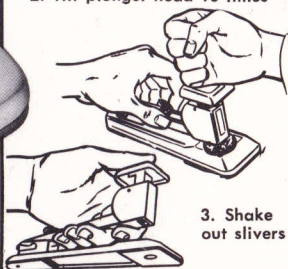
Most widely accepted and serviceable stapler for heavy duty commercial use — where stapling is an all-day affair.

POINTS TO POINT UP:

- Fastens up to 40 sheets of paper
- Stainless steel cap
- Patented non-clogging mechanism
- Permanent or temporary stitch
- Usable as tacker

JAM-PROOF DEMONSTRATION for 210, 202 & 105

1. Place half dollar on anvil
2. Hit plunger head 10 times



3. Shake out slivers

READY FOR SMOOTH ACTION

RECOMMENDED FOR law and accounting offices, insurance companies, Government bureaus, or anywhere heavy duty machine for multiple-page stapling is needed.

ARROW's 105^{*} 4-Way STANDARD STAPLER



Loads half strip (105) standard staples

FEATURES:

- Fastens up to 20 sheets of paper
- Durable chrome finish
- Heavy steel construction
- Temporary-Permanent stitch
- Easy-to-get-at mechanism
- Rubber base pads

RECOMMENDED FOR busy offices, artists, draftsmen, architects, — anyone who requires versatile performance in a stapler.

* USES ARROW #105, #202-10, #202, #200-3 and other standard staples

For streamlined beauty and versatile, all-around performance — greater utility value than practically any other stapler on the market. Besides serving as an ordinary desk stapler, can be used as:



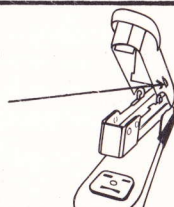
STAPLER

TACKER

PLIER

EASY-TO-GET AT MECHANISM

To Open
Pull back
latch and
release



ARROW's **A-44** Deluxe Utility STAPLER

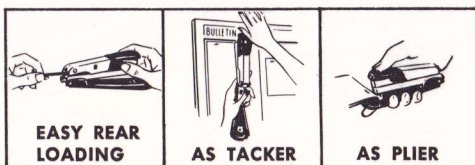
A GREAT UTILITY VALUE — AT LOW COST!



Compact in size, versatile in performance — this economy priced desk model is ideal for situations where many staplers are needed in offices of factories, school rooms, engineering departments, etc. The stapler to recommend when price is a factor and utility and looks are important. It's a stapler, plier and tacker — all in one! Has a handsome two-tone finish and is built for dependable service.

POINTS TO DEMONSTRATE:

- Fastens up to 35 sheets of paper
- Overall rubber pad on base
- Distinctive Black & Gold finish
- Stapler, Tacker, Plier
- Patented non-clogging mechanism
- Loads 100 A-44 staples



HANDY FOR students, commercial artists, draftsmen, housewives, engineers, writers and professional people.

ARROW's **M-25** Utility Economy STAPLER-TACKER

1001 USES IN OFFICE, HOME, SCHOOL, STORE



Priced low for mass appeal, this remarkably efficient little dual purpose machine is a terrific "buy" for every type of user — offices, homes, schools, stores, etc. Has features of more costly machines. Fastens up to 30 sheets of paper. Fits hand for use as a plier. Swings back instantly for use as tacker. Sturdily built of steel.

POINTS TO DEMONSTRATE:

- Tacks even to solid wood
- Patented non-clogging mechanism
- Two-tone Brown & Bronze finish
- Stapler, Tacker, Plier
- Fastens up to 30 sheets of paper
- Loads 100 S-25 staples



HANDY FOR tacking signs on bulletin boards, shelf linings, ironing board covers, upholstery and window screens, for regular stapling and for use as a plier in sealing seed bags, garment bags, freezer bags, etc.

ARROW's "PLIER-TYPE" STAPLERS ARE DESIGNED FOR GREATER MANEUVERABILITY IN HARD-TO-GET-AT-PLACES

ARROW's P-22 Heavy Duty INDUSTRIAL PLIER



Here is a heavy duty, plier-type stapler designed for wide industrial use. Unique **Cam Actuated Leverage** principle of operation requires only slight hand pressure to produce powerful drive for easy staple penetration. Loads 150 staples in both 1/4" and 5/16" leg lengths. Wide throat and deep 2-1/2" reach accommodate heavier, thicker materials. Hand guide loop fits hand comfortably for non-tiring operation.

FEATURES TO DEMONSTRATE

REMOVABLE STAPLE CHANNEL



EASY TO LOAD



EXCLUSIVE FEATURES

- Loads 150 staples in 2 staple sizes: 1/4", 5/16"
- Removable staple channel for easy field cleaning
- Visible refill window
- Jam-proof mechanism



PERFECT FOR DRY CLEANERS



PERFECT FOR SEALING BAGS TO PREVENT PILFERAGE



PERFECT FOR FLORISTS

ARROW's P-98 Compact PORTABLE PLIER

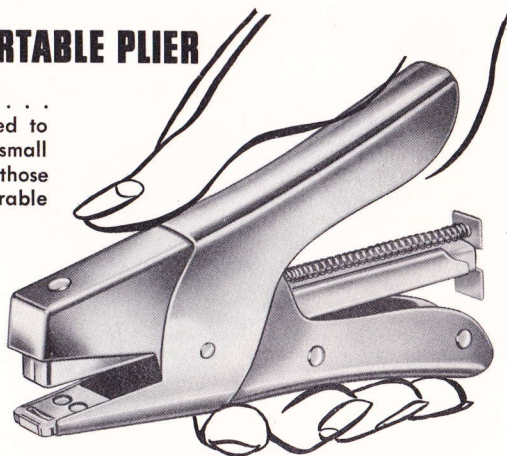
Lighter and less powerful than the P-22 . . . this compact little stapling plier is designed to appeal more to offices, retail stores, small businesses, schools, home owners and for those who travel. Loads 100 S-98 staples. Durable chrome finish.

FEATURES TO DEMONSTRATE

EASY TO LOAD



CLEAR'S JAMS INSTANTLY



ARROW's P-66 Utility ECONOMY PLIER

An economy-priced plier, similar in size, design and construction to the slightly more expensive P-98 — but does not have its durable chrome finish.

SOME USES FOR THE P-98:



EXCELLENT FOR OFFICES



HANDY FOR SALESMEN



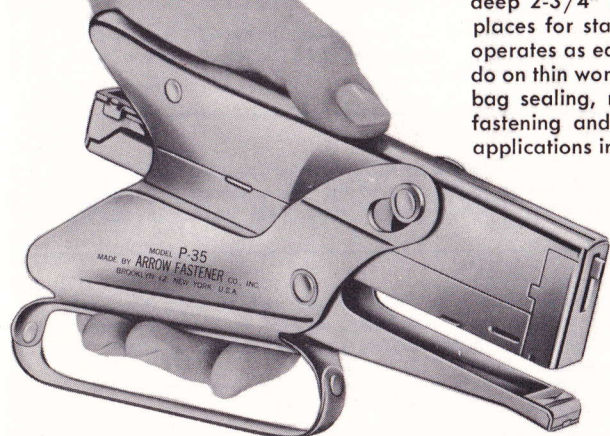
CHILDREN'S ARTS & CRAFTS

ARROW'S HEAVY DUTY PLIER-TYPE HAND STAPLERS

Uses **HEAVY WIRE, Wedge-Pointed Staples**
.050 Wire in 1/4" and 3/8" Leg Lengths

Model P-35

This powerful, new plier-type hand stapler with deep 2-3/4" throat, reaches into hard-to-get-at places for stapling with easy, positive action. It operates as easily on thick work as most staplers do on thin work! It's the ideal tool for heavy kraft bag sealing, rug binding, extended carton flap fastening and many other heavy duty stapling applications in store, plant and factory.



EASY-TO-GET-AT MECHANISM



EASY TO LOAD



SOME SPECIALIZED USES



AIR CONDITIONING
Fastening pipe & duct insulation.



CARPET WORKSHOPS
Binding edge of rugs.

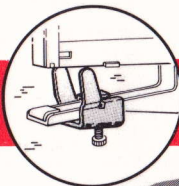


SUPERMARKETS
Fastening extended carton flaps.



SHIPPING ROOM
Jiffy bag sealing.

SPECIAL DEPTH GAUGE ATTACHMENT FOR MEASURED OR SPACED STAPLING

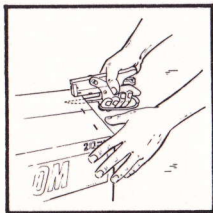


Model P-35s

with Spear-Pointed Anvil Arm

The construction and operation is the same as Model P-35. Has additional feature of a "spear-pointed" anvil for penetrating the edges of corrugated cartons and sealing them from the inside.

Perfect for sealing all kinds of light containers, suit boxes, laundry boxes, etc.



A Cross Reference of **WHEN, WHERE & WHAT**



All-Purpose HEAVY DUTY STAPLE GUN (ARROW T-50)

Shoots a staple wherever a nail can be driven. For builders and contractors, do-it-yourself homeowners, woodworkers, upholsterers, auto trimmers, boat builders, bedding and furniture manufacturers and 1001 jobs in industry and factories.



Intermediate Duty STAPLE GUN (ARROW T-55)

Excellent "do-it-yourself" tacking tool for the homeowner. Perfect for ceiling tile, insulation, screening, weather-stripping, upholstering and dozens of more intermediate duty tacking jobs around the home.



Fast, Compact STAPLE GUN (ARROW T-32)

Replaces a hammer and tacks. Used by display men, window dressers, upholsterers, dinette and bar stool manufacturers, shippers, packers, silk screening, toy makers, venetian blind manufacturers and for hundreds of other light nailing or tacking jobs.



Junior STAPLE GUN (ARROW JT-21)

For the housewife and hobbyist. Usable for lining closets and drawers, trimming shelves, tying back curtains — and to repair upholstery, window shades and screens, hang pictures and signs, mend toys, light woodworking and scores of chores in the house, garden and workshop.



Outward Clinch STAPLE GUN (ARROW T-50oc)

Shoots a flared staple that enters soft materials and locks inside without penetrating through. Specially designed for jobs where external "anvil-in-base" staplers cannot be used. Ideal for ticketing corrugated cartons for inventory control; stapling insulation around pipes, boilers, air ducts, etc.



Low Voltage Wire STAPLE GUNS (ARROW T-18 & T-25)

Specially designed for fastening Bell, Thermostat, Telephone, Intercom and other low voltage wires. Used by telephone companies; radio, TV and Hi-Fi servicemen; Toy and appliance wirers; Intercom installers, etc.

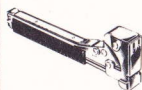
Model T-18 — FOR WIRES UP TO 3/16" IN DIAMETER

Model T-25 — FOR WIRES UP TO 1/4" IN DIAMETER



Wire & Cable STAPLE GUN (ARROW T-75)

For fastening Romex, non-metallic sheathed cable, copper tubing, U.F. Cable, wire conduit or any round object up to 1/2" in diameter. Used by electrical contractors, building electricians, plumbers, railroad communications men, etc. Perfect for all types of heavy strip fastening.



Heavy Duty HAMMER TACKER (ARROW HT-50M)

Beats a regular hammer for fastening insulation, roofing, felt, building shakes, for lining cases, crates and box cars, attaching labels, invoices and bills of lading to freight. Also used in furniture, display, upholstering, carpeting and many other industries.

ALPHABETICAL LIST OF MARKETS & USERS:

Air Conditioning Insulators
Architects
Art Studios
Auto Trim Shops
Bedding Manufacturers
Boat Builders and Repairers
Box Spring Manufacturers
Building Contractors
Butchers
Carpet Workrooms & (layers)
Coffin Manufacturers
Communications Wiring
Cashiers (store)
Dinette & Bar Stool Man.
Display Trades

ARROW MODELS THEY USE:

T-50 oc, P-35
105, A-44, JT-21, T-32
105, A-44, JT-21, T-32
T-32, T-50, T-20
T-32, T-50, HT-50M
T-50, T-32
T-50, HT-50M
P-22, P-98, P-35
T-50, HT-50M, T-32
HT-50M, P-35
T-32, T-50, HT-50M, P-22
T-50, T-25, T-75
P-22, P-98, P-66
T-50, T-32
T-50oc, T-32, T-50, JT-21,
P-22, P-36

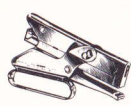
ALPHABETICAL LIST OF MARKETS & USERS:

Do-It-Yourself (homeowners)
Draftsmen
Dry Cleaners
Electricians
Electronics Manufacturers
Executives
Farmers
File Clerks
Flooring Contract Workshops
Florists and Nurseries
Freight Car Liners
Furniture Manufacturers
Garment Industry
Hospitals

ARROW MODELS THEY USE:

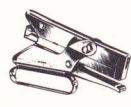
T-50, T-32, JT-21, T-55,
P-66, M-25
105, A-44, JT-21
P-22, P-98, P-66, P-35
T-25, T-75, T-18
T-25, T-50, T-18
210
T-50, HT-50M, T-25, T-75, A-44
P-22, P-98, P-66
HT-50M, T-50
P-22, P-98, P-66, T-32,
T-50, JT-21, P-35, P-35s
T-50, HT-50M
T-50, T-32, HT-50M, P-22
T-50, T-32, P-22
T-32, T-50, 210, 202, 105, A-44

STAPLER TO SELL FOR EACH MARKET & USE



PLIER-TYPE HAND STAPLER (ARROW P-22)

For all heavy duty fastening, sealing, bagging and tagging jobs. Used extensively by grocers, supermarkets, department stores, dry cleaners, florists and specialty stores. Seals heavy bags and performs many other factory, business and industry functions.



Heavy Duty PLIER-TYPE STAPLER (ARROW P-35)

Operates with powerful clinching action for stapling thick materials. Ideal for heavy kraft bag sealing, duct insulation fastening in air conditioning, rug binding in carpet workshops, extending carton flaps in packing, etc.

Model P-35S

Same as P-35 with added special feature of a "Spear-Pointed" anvil arm for piercing edges of corrugated containers and clinching staple from the inside.



Compact PLIER-TYPE STAPLER (ARROW P-98 & P-66)

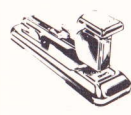
Handles lightweight sealing and fastening jobs around the house, in offices, stores, schools and for salesmen. Small and light enough to be carried anywhere. P-98 (illust.) All steel with chrome finish.

P-66 — Green enamel and nickel finish.



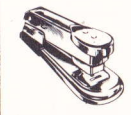
De Luxe STANDARD STAPLER (ARROW 210)

Handsome, heavy duty desk stapler for executives and office personnel. Comes in colors to fit office decor. Imprintable plastic name plate at top makes it ideal for large companies, banks, schools and government bureaus — and for business gifts.



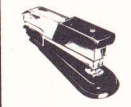
Heavy Duty STANDARD STAPLER (ARROW 202)

For heavy duty commercial use. Used in law and accounting offices, printing plants, insurance companies, government bureaus, production departments — or anywhere an easy-action, heavy duty machine for multiple page stapling is needed. Can be used for tacking, too.



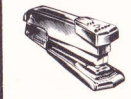
4-Way STANDARD STAPLER (ARROW 105)

Rugged, office stapler, tacker and plier all in one. Used by executives, professional men, busy offices, art studios, architects, designers, draftsmen, engineers, advertising and sales departments or anywhere all-around fastening is required.



Light Duty, De Luxe STAPLER-PLIER-TACKER (ARROW A-44)

Economy-priced desk stapler for economy-minded offices, studios, retail stores, professional men, etc. Perfect for students and for the housewife. Tacks cloth, paper or cardboard to any wood background — can be used as plier, too.



Utility Economy STAPLER-TACKER (ARROW M-25)

Handy for all-around light fastening in the home and school. Staples paper, tags, wrappings, bags, checks to bills, letters, homework assignments, legal documents, menus — and tacks signs, posters, shelf linings, oilcloth and netting.

ALPHABETICAL LIST OF MARKETS & USERS:

Household
Laundries
Metal Lathers
Offices (stenos, secretaries
file clerks & Executives)
Packers & Shippers

Plumbers
Poultry Farms
Radiant Heating (installers)
Radio-TV Shops
Retail Stores

Salesmen (traveling)
Sheriffs

ARROW MODELS THEY USE:

JT-21, JB-25, P-66, A-44, 210
P-22, P-98, P-66
HT-50M, T-50, T-75

210, 202, 105, A-44, P-22, P-98
T-50, T-50oc, T-32,
HT-50M, P-35, P-35s
T-75, T-50oc
T-50, T-32, HT-50M, T-25
T-50RH, T-25, T-50, T-18
T-25, T-50, T-18
210, 105, A-44,
T-32, JT-21, P-22
P-98, P-66
T-50, HT-50M, T-32

ALPHABETICAL LIST OF MARKETS & USERS:

Shipping Rooms

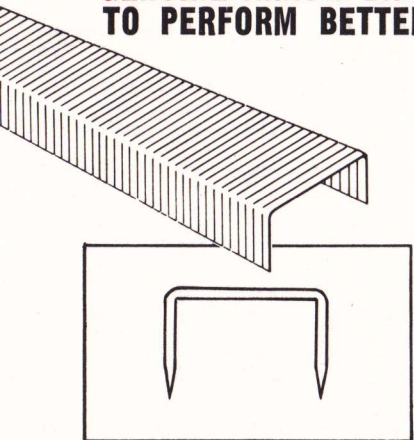
Shoe Manufacturers
Silk Screen Processors
Students
Supermarkets (Bag Closures,
Checkout counters)
Telephone Companies
Toy Manufacturers
Upholsterers
Venetian Blind Manufacturers
Warehouse Tagging
Window Trimmers
Woodworking

ARROW MODELS THEY USE:

HT-50M, T-50, T-50oc,
P-35, P-35s
T-50oc, P-22
T-32, T-50
JB-25, P-66, A-44, 105, 202, 210

P-22, P-35
T-25, T-75, T-50, T-18
T-50, T-32, P-22, T-50oc, P-35s
T-20, T-50, T-32, HT-50M
T-32, T-50, P-22
T-50, T-50oc, T-32, HT-50M
T-32, T-50, JT-21
T-50, T-32

GENUINE ARROW BRANDED STAPLES ARE MADE BETTER TO PERFORM BETTER IN ARROW STAPLING MACHINES!



Only Arrow knows the proper staple tolerances required for best stapling performance of Arrow Staplers. Only genuine Arrow Staples are made to these exact tolerances to insure top stapling performance. Accept no substitutes. Always insist on Genuine Arrow Staples. Remember, it only takes one strip of inferior staples to completely ruin a machine. So why take a chance on inferior staples? Play it safe! Always sell Genuine Arrow Staples—your customers' guarantee of peak operational efficiency when used in Arrow Stapling Machines.

HOW TO DETERMINE PROPER STAPLE LEG SIZE FOR TACKING

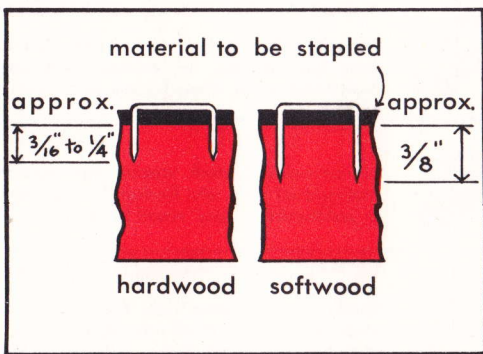
A staple is a 2-pronged nail. Because of its **double holding power** it does not have to penetrate as deeply as a nail.

In choosing the proper staple leg length for the job — there are two basic things to consider:

- Thickness of material to be stapled
- Hardness of the wood




















As a general rule, in hardwood, approximately $\frac{3}{16}$ " to $\frac{1}{4}$ " penetration into the wood is sufficient . . . and for softwood — up to approximately $\frac{3}{8}$ " should be sufficient.

However, if staple used "stands away" from the work — this means that **too long** a leg length has been used. In that case, recommend the next shorter leg length for desired results.



ARROW FASTENER COMPANY, INC.®
SADDLE BROOK, NEW JERSEY

STAPLES USED IN EACH ARROW MACHINE

MACHINE NO.	STAPLE NO.		LEG LENGTHS	STAPLE LOADING CAPACITY	PACKING
T-50 STAPLE GUN	T-50		1/4", 5/16", 3/8", 1/2", 9/16" and Ceiltile	One full strip (85)	Each box 5M contains 5—1M packettes or 4 pegboard packs, 1,250 staples ea.
T-55 STAPLE GUN	T-50		1/4", 5/16", 3/8", 1/2", 9/16" and Ceiltile	One full strip (85)	Packed Same as T-50
JT-21 STAPLE GUN	JT-21		1/4" and 5/16"	One full strip (100)	Each box 5M contains 5—1M pegboard paks
HT-50M HAMMER TACKER	T-50		1/4", 5/16", 3/8" and 1/2"	Two full strips (170)	Each box 5M contains 5—1M packettes or 4 pegboard paks, 1,250 staples ea.
T-50-OC STAPLE GUN	T-50		3/8", 1/2" and 9/16" (Wedge-Pointed)	One full strip (85)	Packed same as T-50
T-18 STAPLE GUN	T-18		7/16", 3/8" (Tack or Wedge-Pointed)	One full strip (85)	Each box 5M contains 5—1M packettes
T-25 STAPLE GUN	T-25		9/32", 3/8", 7/16", 9/16" (Tack or Wedge-Pointed)	One full strip (85)	Each box 5M contains 5—1M packettes
T-75 STAPLE GUN	T-75		9/16", 5/8" and 7/8" (Tack-Pointed)	One full strip (53)	Packed 1M Bulk per Box
T-32 STAPLE GUN	T-32		3/16", 1/4" and 5/16" (Tack-Pointed)	One full strip (150)	Packed 5M Bulk per box
P-22 PLIER-TYPE STAPLER	#P-22		1/4" and 5/16" (Reg. or Divergent Pt.)	150	Packed 5M Bulk per Box
P-98 PLIER-TYPE STAPLER	#S-98		1/4"	100	Packed 5M bulk per Box 12—1M packettes per box
P-35 & P-35S PLIER-TYPE STAPLERS	#P-35		1/4" and 3/8" (Wedge-Pointed)	One full strip (85)	Packed 5M Bulk per Box
210 DESK STAPLER	#202-10, #202, #200-3 and other Standard Staples		Standard 1/4"	More than One full strip (230)	Packed 5M Bulk per Box
202 DESK STAPLER	#202-10 and #200-3 Standard Staples		Standard 1/4"	One full strip (210)	Packed 5M Bulk per Box
105 DESK STAPLER	#105 and #202-10 Standard Staples		Standard 1/4"	One half strip (105)	Packed 2,500 Bulk per Box
A-44 DESK STAPLER	#A-44		1/4"	100	Box of 1M 10M per Ctn.
P-66 PLIER-TYPE STAPLER	#S-66		3/16"	100	2,400 per Peg Pak 12 Paks per Box
M-25 DESK STAPLER	#S-25		1/4"	100	2,400 per Peg Pak 12 Paks per Box

ARROW's Colorful, "See-Thru" Skin Packaging

CATCHES THE CUSTOMER'S EYE...STIMULATES IN-STORE SALES OF STAPLING MACHINES AND STAPLES!



T-50 STAPLE GUN TACKER
Skin packaged in colorful red and black box.



T-55 STAPLE GUN TACKER
Skin packaged in colorful yellow and black box.

DESIGNED FOR EFFECTIVE "POINT-OF-SALE" DISPLAY ON WALL, RACK, PEGBOARD, COUNTER OR IN WINDOW!



JT-21 STAPLE GUN TACKER
Skin packaged in colorful yellow and green box.



DC-66 PLIER-TYPE STAPLER
Individually skin carded with box of 1,000 S-66 Staples.



DC-25 COMBINATION STAPLER-TACKER
Individually skin carded with box of 1,000 S-25 Staples.

STAPLE PEGBOARD HANG PACKS

Perfect tie-in sellers with Arrow Stapling Machines!



T-50 PEGBOARD PAK
Contains 1250 staples per pak; packed 4 paks per box (5M). Pegboard paks available in all 6 T-50 staple sizes: 1/4", 5/16", 3/8", 1/2", 9/16" and Ceiltile.



JT-21 PEGBOARD PAK
Contains 1000 staples per pak; packed 5 paks per box (5M). Packs available in both JT-21 staple sizes: 1/4" and 5/16" leg.



S-25 PEGBOARD PAK
Each pak contains 2400 S-25 staples; packed 1 dozen paks per box.



S-66 PEGBOARD PAK
Each pak contains 2400 S-66 staples; packed 1 dozen paks per box.